




Invoice No.: IND-1016-0007

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 5/18/17
Order Number: 0017544779
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2016 - 9/30/2017
Contract Amount: \$2,250,000.00
Contract Number: 17466
Date of Services: 4/1/2017 -4/30/2017
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$161,655.16
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A



Vendor's signature



Date



**STANDARDS FOR
EXCELLENCE**

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy & Support Services Program

October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Mar 2017	Actual Cost Apr-17	Actual Expenses YTD-Apr 2017	Remaining Cost May 2017 to Sep-2017
Administrative	Salary	President & CEO	\$55,000.00	15,730.32	2,633.86	18,364.18	\$36,635.82
Administrative	Salary	VP of Administration	\$20,000.00	10,078.41	1,516.24	11,594.65	\$8,405.35
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$6,000.00	4,096.09	624.37	4,720.46	\$1,279.54
Administrative	Salary	Junior Accountant	\$0.00	-	-	-	\$0.00
Administrative	Salary	Bookkeeper	\$2,000.00	484.86	58.77	543.63	\$1,456.37
Services	Salary	VP of Operations	\$40,000.00	9,136.28	1,593.10	10,729.38	\$29,270.62
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$10,000.00	2,604.60	275.45	2,880.05	\$7,119.95
Services	Salary	Services Assistance	\$7,500.00	1,716.74	287.88	2,004.62	\$5,495.38
Services	Salary	Billing Coordinator	\$5,000.00	851.76	154.44	1,006.20	\$3,993.80
Services	Salary	Service Provider Approval	\$2,000.00	56.16	-	56.16	\$1,943.84
Services	Salary	Service Provider Monitoring	\$3,000.00	58.35	-	58.35	\$2,941.65
Services	Salary	Hotline Counselor	\$2,000.00	621.33	120.52	741.85	\$1,258.15
		Subtotal	\$192,500.00	\$45,434.90	\$7,264.63	\$52,699.53	\$139,800.47
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$5,000.00	1,772.86	315.97	2,088.83	\$2,911.17
Services	Fringe	Payroll Taxes	\$9,000.00	841.62	166.70	1,008.32	\$7,991.68
Administrative	Fringe	Workers' Comp	\$500.00	118.49	19.58	138.07	\$361.93
Services	Fringe	Workers' Comp	\$500.00	96.95	16.01	112.96	\$387.04
Administrative	Fringe	Pension	\$2,500.00	813.60	124.89	938.49	\$1,561.51
Services	Fringe	Pension	\$2,000.00	358.15	59.34	417.49	\$1,582.51
Administrative	Fringe	Employee Group Ins	\$14,000.00	4,764.66	780.75	5,545.41	\$8,454.59
Services	Fringe	Employee Group Ins	\$10,000.00	1,907.40	321.58	2,228.98	\$7,771.02
		Subtotal	\$43,500.00	\$10,673.73	\$1,804.82	\$12,478.55	\$31,021.45
Administrative	Travel	Travel/Lodging	\$500.00	20.53	-	20.53	\$479.47
Services	Travel	Travel	\$10,000.00	993.49	74.34	1,067.83	\$8,932.17
		Subtotal	\$10,500.00	\$1,014.02	\$74.34	\$1,088.36	\$9,411.64
Administrative	Supplies	Office Expense	\$31,000.00	1,684.16	256.83	1,940.99	\$29,059.01
Administrative	Supplies	Computer Resources/Upgrades	\$15,000.00	-	-	-	\$15,000.00
Services	Supplies	Client Education Materials	\$20,000.00	4,597.42	(83.49)	4,513.93	\$15,486.07
Services	Supplies	Pregnancy Test Kits	\$5,000.00	2,561.50	403.30	2,964.80	\$2,035.20
		Subtotal	\$71,000.00	\$8,843.08	\$576.64	\$9,419.72	\$61,580.28
Administrative	Contracts	Accounting/IT/Legal consulting	\$10,000.00	881.85	153.92	1,035.77	\$8,964.23
Administrative	Contracts	Auditing	\$4,000.00	1,490.37	246.26	1,736.63	\$2,263.37
Administrative	Contracts	Copier Service Contracts	\$750.00	324.37	39.64	364.01	\$385.99
Services	Contracts	Client Service Providers	\$1,809,500.00	937,420.71	149,325.64	1,086,746.35	\$722,753.65
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$0.00	-	-	-	\$0.00
Services	Contracts	Services Database Consulting	\$15,000.00	2,103.75	892.50	2,996.25	\$12,003.75
		Subtotal	\$1,846,250.00	\$942,221.05	\$150,657.96	\$1,092,879.01	\$753,370.99
Administrative	Other	Professional Development	\$2,000.00	783.35	33.50	816.85	\$1,183.15
Administrative	Other	Job advertising	\$500.00	244.46	46.33	290.79	\$209.21
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$10,000.00	904.25	157.19	1,061.44	\$8,938.56
Administrative	Other	Rent	\$40,000.00	4,558.84	751.16	5,310.00	\$34,690.00
Administrative	Other	Telephone Service	\$3,500.00	968.36	99.65	1,068.01	\$2,431.99
Administrative	Other	General Business Liability Ins	\$1,000.00	212.11	35.05	247.16	\$752.84
Administrative	Other	Insurance - Directors & Officers	\$1,500.00	529.50	87.49	616.99	\$883.01
Services	Other	Toll Free Referral System	\$2,500.00	378.44	66.40	444.84	\$2,055.16
Services	Other	Contract Closetout Cost	\$25,000.00	-	-	-	\$25,000.00
		Subtotal	\$86,250.00	\$8,579.31	\$1,276.77	\$9,856.08	\$76,393.92
		Administrative	\$225,000.00	50,461.44	\$7,981.45	58,442.89	\$166,557.11
		Services	\$2,025,000.00	\$966,304.65	\$153,673.71	\$1,119,978.36	\$905,021.64
		Total	\$2,250,000.00	\$1,016,766.09	\$161,655.16	\$1,178,421.25	\$1,071,578.75

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2016-17

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Mar 2017	Apr-17	YTD-Apr 2017	May 2017 to Sep-2017
President & CEO	\$55,000.00	\$ 15,730.32	\$ 2,633.86	\$ 18,364.18	\$36,635.82
VP of Administration	\$20,000.00	\$ 10,078.41	\$ 1,516.24	\$ 11,594.65	\$8,405.35
Assistant Director of Finance	\$0.00	\$ -	\$ -	\$ -	\$0.00
Senior Accountant	\$6,000.00	\$ 4,096.09	\$ 624.37	\$ 4,720.46	\$1,279.54
Junior Accountant	\$0.00	\$ -	\$ -	\$ -	\$0.00
Bookkeeper	\$2,000.00	\$ 484.86	\$ 58.77	\$ 543.63	\$1,456.37
Professional Development	\$2,000.00	\$ 783.35	\$ 33.50	\$ 816.85	\$1,183.15
Payroll Taxes	\$5,000.00	\$ 1,772.86	\$ 315.97	\$ 2,088.83	\$2,911.17
Workers Compensation Insurance	\$500.00	\$ 118.49	\$ 19.58	\$ 138.07	\$361.93
Pension	\$2,500.00	\$ 813.60	\$ 124.89	\$ 938.49	\$1,561.51
Employee Group Insurance	\$14,000.00	\$ 4,764.66	\$ 780.75	\$ 5,545.41	\$8,454.59
Job Advertising	\$500.00	\$ 244.46	\$ 46.33	\$ 290.79	\$209.21
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
Total Personnel	\$ 107,750.00	\$ 38,887.10	\$ 6,154.26	\$ 45,041.36	\$ 62,708.64
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$10,000.00	\$ 881.85	\$ 153.92	\$ 1,035.77	\$8,964.23
Postage/Shipping	\$10,000.00	\$ 904.25	\$ 157.19	\$ 1,061.44	\$8,938.56
Auditing	\$4,000.00	\$ 1,490.37	\$ 246.26	\$ 1,736.63	\$2,263.37
Travel/Lodging	\$500.00	\$ 20.53	\$ -	\$ 20.53	\$479.47
Rent	\$40,000.00	\$ 4,558.84	\$ 751.16	\$ 5,310.00	\$34,690.00
Telephone Service	\$3,500.00	\$ 968.36	\$ 99.65	\$ 1,068.01	\$2,431.99
General Business Liability Insurance	\$1,000.00	\$ 212.11	\$ 35.05	\$ 247.16	\$752.84
Insurance-Directors & Officers	\$1,500.00	\$ 529.50	\$ 87.49	\$ 616.99	\$883.01
Office Expense	\$31,000.00	\$ 1,684.16	\$ 256.83	\$ 1,940.99	\$29,059.01
Computer Resources	\$15,000.00	\$ -	\$ -	\$ -	\$15,000.00
		\$ -	\$ -	\$ -	
Total Operating	\$ 116,500.00	\$ 11,249.97	\$ 1,787.55	\$ 13,037.52	\$ 103,462.48
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$750.00	\$ 324.37	\$ 39.64	\$ 364.01	\$385.99
Total Administrative Expenses	\$ 225,000.00	\$ 50,461.44	\$ 7,981.45	\$ 58,442.89	\$ 166,557.11

**Actual Services Expenses
Indiana: Fiscal Year 2016-17**

Cost Category Personnel	Budgeted Dollars	Actual Expenses YTD-Mar 2017	Actual Expenses Apr-17	Actual Expenses YTD-Apr 2017	Remaining Cost May 2017 to Sep-2017
Vice President of Operations	\$40,000.00	\$ 9,136.28	\$ 1,593.10	\$ 10,729.38	\$29,270.62
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$ 2,604.60	\$ 275.45	\$ 2,880.05	\$7,119.95
Billing Coordinator	\$5,000.00	\$ 851.76	\$ 154.44	\$ 1,006.20	\$3,993.80
Services Assistance	\$7,500.00	\$ 1,716.74	\$ 287.88	\$ 2,004.62	\$5,495.38
Service Provider Approval	\$2,000.00	\$ 56.16	\$ -	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00	\$ 58.35	\$ -	\$ 58.35	\$2,941.65
Hotline Counselor	\$2,000.00	\$ 621.33	\$ 120.52	\$ 741.85	\$1,258.15
Payroll Taxes	\$9,000.00	\$ 841.62	\$ 166.70	\$ 1,008.32	\$7,991.68
Workers Compensation Insurance	\$500.00	\$ 96.95	\$ 16.01	\$ 112.96	\$387.04
Pension	\$2,000.00	\$ 358.15	\$ 59.34	\$ 417.49	\$1,582.51
Employee Group Insurance	\$10,000.00	\$ 1,907.40	\$ 321.58	\$ 2,228.98	\$7,771.02
Total Personnel	\$ 131,000.00	\$ 18,249.34	\$ 2,995.02	\$ 21,244.36	\$ 109,755.64
Operating	Budgeted Dollars				
Client Education Materials	\$20,000.00	\$ 4,597.42	(83.49)	\$ 4,513.93	\$15,486.07
Services Advertising	\$0.00	\$ -	-	\$ -	\$0.00
Meetings/Seminars/Conference	\$7,000.00	\$ -		\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$ 993.49	\$ 74.34	\$ 1,067.83	\$8,932.17
Srvcs Database Consulting & Dev	\$15,000.00	\$ 2,103.75	892.50	\$ 2,996.25	\$12,003.75
Client Service Providers	\$1,809,500.00	\$ 937,420.71	149,325.64	\$ 1,086,746.35	\$722,753.65
Toll-free Referral System	\$2,500.00	\$ 378.44	66.40	\$ 444.84	\$2,055.16
Contract Closeout Cost	\$25,000.00	\$ -		\$ -	\$25,000.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 1,889,000.00	\$ 945,493.81	\$ 150,275.39	\$ 1,095,769.20	\$ 793,230.80
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$5,000.00	\$ 2,561.50	\$ 403.30	\$ 2,964.80	\$2,035.20
Total Services Expenses	\$ 2,025,000.00	\$ 966,304.65	\$ 153,673.71	\$ 1,119,978.36	\$ 905,021.64